

COST PROPOSAL EXHIBITS

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SUMMARY OF PROPOSED COSTS AND FEE BY YEAR

<u>Cost Elements</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Base Period Subtotal</u>	<u>Option Year 1</u>	<u>Option Year 2</u>	<u>5 Year Total</u>
Direct Labor (On Site)							
Direct Labor (Off Site)							
O/H (On Site)							
O/H (Off Site)							
Fringe Benefits							
Other Direct Costs:							
Travel							
Training							
Materials & Supplies							
Subcontracts							
Variable Off-site R & D							
G & A Expense							
Total Estimated Cost							
Award Fee							
Total Price							

OFFEROR:

DISTRIBUTION OF RFP DIRECT PRODUCTIVE LABOR HOURS (DPLH) FOR BASE YEAR

<u>SOLICITATION DIRECT LABOR CATEGORY</u>	<u>OFFEROR'S PROPOSED HOURS</u>	<u>PRIME PARTICIPANT #1 PROPOSED HOURS</u>	<u>PRIME PARTICIPANT #2 PROPOSED HOURS</u>	<u>TOTAL DPLH</u>
Engineer 2				1800
Engineer 3				14400
Engineer 4				25200
Engineer 5				32400
Engineer 6				21600
Engineer 7				5400
Engineering Specialist 1				3600
Engineering Specialist 2				1800
Engineering Specialist 3				18000
Engineering Technician 2				12600
Engineering Technician 3				18000
Engineering Technician 4				37800
Engineering Technician 5				10800
ES&H Specialist 2				1800
ES&H Specialist 3				9000
ES&H Specialist 4				7200
ES&H Specialist 5				9000
General Clerk 3				1800
General Clerk 4				1800
Industrial Hygienist 3				3600
Industrial Hygienist 5				1800
Program Mgmt Support Specialist III				1800
Quality Assur/Cntr 1				1800
Quality Assur/Cntr 2				1800
Registered Nurse 2, Specialist				5400
Registered Nurse 3				1800
Registered Nurse 4				1800
Scientist 1				3600
Scientist 2				1800
Scientist 3				10800
Scientist 4				9000
Scientist 5				19800
Scientist 6				9000
Scientist 7				23400
Secretary 1				0
Secretary 2				3600
Secretary 3				1800
Senior Instructional Designer				1800
TOTAL				338400
				=====

OFFEROR:

POSITION DESCRIPTIONS OF DIRECT LABOR CATEGORIES

Offeror shall provide brief job position descriptions for all labor categories of Offeror and all Prime Participants as identified on Exhibit B1. The position descriptions shall meet or exceed minimum requirements of the solicitation labor category position descriptions of **Section L**.

OFFEROR:

RECONCILIATION OF LABOR CATEGORIES

This Exhibit is to be used for a reconciliation of specified labor categories in the RFP to the Offeror's and Prime Participants' normal labor categories. Provide separate schedules as necessary.

<u>RFP LABOR CATEGORY</u>	<u>OFFEROR/PRIME PARTICIPANT CORRESPONDING LABOR CATEGORY</u>
Engineer 2	
Engineer 3	
Engineer 4	
Engineer 5	
Engineer 6	
Engineer 7	
Engineering Specialist 1	
Engineering Specialist 2	
Engineering Specialist 3	
Engineering Technician 2	
Engineering Technician 3	
Engineering Technician 4	
Engineering Technician 5	
ES&H Specialist 2	
ES&H Specialist 3	
ES&H Specialist 4	
ES&H Specialist 5	
General Clerk 3	
General Clerk 4	
Industrial Hygienist 3	
Industrial Hygienist 5	
Program Mgmt Support Specialist III	
Quality Assur/Cntr 1	
Quality Assur/Cntr 2	
Registered Nurse 2, Specialist	
Registered Nurse 3	
Registered Nurse 4	
Scientist 1	
Scientist 2	
Scientist 3	
Scientist 4	
Scientist 5	
Scientist 6	
Scientist 7	
Secretary 1	
Secretary 2	
Secretary 3	
Senior Instructional Designer	

OFFEROR:

**LABOR HOURS, RATES AND COSTS
YEAR ONE OF BASE PERIOD**

<u>LABOR CATEGORY</u>	<u>Labor Hours</u>		<u>Hourly Rate</u>		<u>Labor Costs</u>		
	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>Total</u>
Engineer 2	1800	0					
Engineer 3	9000	5400					
Engineer 4	12600	12600					
Engineer 5	27000	5400					
Engineer 6	18000	3600					
Engineer 7	3600	1800					
Engineering Specialist 1	3600	0					
Engineering Specialist 2	1800	0					
Engineering Specialist 3	18000	0					
Engineering Technician 2	12600	0					
Engineering Technician 3	16200	1800					
Engineering Technician 4	37800	0					
Engineering Technician 5	10800	0					
ES&H Specialist 2	1800	0					
ES&H Specialist 3	9000	0					
ES&H Specialist 4	7200	0					
ES&H Specialist 5	9000	0					
General Clerk 3	0	1800					
General Clerk 4	1800	0					
Industrial Hygienist 3	3600	0					
Industrial Hygienist 5	1800	0					
Program Mgmt Support Specialist III	1800	0					
Quality Assur/Cntr 1	1800	0					
Quality Assur/Cntr 2	1800	0					
Registered Nurse 2, Specialist	5400	0					
Registered Nurse 3	1800	0					
Registered Nurse 4	1800	0					
Scientist 1	3600	0					
Scientist 2	1800	0					
Scientist 3	9000	1800					
Scientist 4	9000	0					
Scientist 5	18000	1800					
Scientist 6	7200	1800					
Scientist 7	10800	12600					
Secretary 1	0	0					
Secretary 2	3600	0					
Secretary 3	0	1800					
Senior Instructional Designer	1800	0					
TOTALS FOR BASE YEAR 1	286200	52200					

OFFEROR:

**LABOR HOURS, RATES AND COSTS
YEAR TWO OF BASE PERIOD**

<u>LABOR CATEGORY</u>	<u>Labor Hours</u>		<u>Hourly Rate</u>		<u>Labor Costs</u>		
	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>Total</u>
Engineer 2	1800	0					
Engineer 3	9000	5400					
Engineer 4	12600	12600					
Engineer 5	27000	5400					
Engineer 6	18000	3600					
Engineer 7	3600	1800					
Engineering Specialist 1	3600	0					
Engineering Specialist 2	1800	0					
Engineering Specialist 3	18000	0					
Engineering Technician 2	12600	0					
Engineering Technician 3	16200	1800					
Engineering Technician 4	37800	0					
Engineering Technician 5	10800	0					
ES&H Specialist 2	1800	0					
ES&H Specialist 3	9000	0					
ES&H Specialist 4	7200	0					
ES&H Specialist 5	9000	0					
General Clerk 3	0	1800					
General Clerk 4	1800	0					
Industrial Hygienist 3	3600	0					
Industrial Hygienist 5	1800	0					
Program Mgmt Support Specialist III	1800	0					
Quality Assur/Cntr 1	1800	0					
Quality Assur/Cntr 2	1800	0					
Registered Nurse 2, Specialist	5400	0					
Registered Nurse 3	1800	0					
Registered Nurse 4	1800	0					
Scientist 1	3600	0					
Scientist 2	1800	0					
Scientist 3	9000	1800					
Scientist 4	9000	0					
Scientist 5	18000	1800					
Scientist 6	7200	1800					
Scientist 7	10800	12600					
Secretary 1	0	0					
Secretary 2	3600	0					
Secretary 3	0	1800					
Senior Instructional Designer	1800	0					
TOTALS FOR BASE YEAR 2	286200	52200					

OFFEROR:

**LABOR HOURS, RATES AND COSTS
YEAR THREE OF BASE PERIOD**

<u>LABOR CATEGORY</u>	<u>Labor Hours</u>		<u>Hourly Rate</u>		<u>Labor Costs</u>		
	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>Total</u>
Engineer 2	1800	0					
Engineer 3	9000	5400					
Engineer 4	12600	12600					
Engineer 5	27000	5400					
Engineer 6	18000	3600					
Engineer 7	3600	1800					
Engineering Specialist 1	3600	0					
Engineering Specialist 2	1800	0					
Engineering Specialist 3	18000	0					
Engineering Technician 2	12600	0					
Engineering Technician 3	16200	1800					
Engineering Technician 4	37800	0					
Engineering Technician 5	10800	0					
ES&H Specialist 2	1800	0					
ES&H Specialist 3	9000	0					
ES&H Specialist 4	7200	0					
ES&H Specialist 5	9000	0					
General Clerk 3	0	1800					
General Clerk 4	1800	0					
Industrial Hygienist 3	3600	0					
Industrial Hygienist 5	1800	0					
Program Mgmt Support Specialist III	1800	0					
Quality Assur/Cntr 1	1800	0					
Quality Assur/Cntr 2	1800	0					
Registered Nurse 2, Specialist	5400	0					
Registered Nurse 3	1800	0					
Registered Nurse 4	1800	0					
Scientist 1	3600	0					
Scientist 2	1800	0					
Scientist 3	9000	1800					
Scientist 4	9000	0					
Scientist 5	18000	1800					
Scientist 6	7200	1800					
Scientist 7	10800	12600					
Secretary 1	0	0					
Secretary 2	3600	0					
Secretary 3	0	1800					
Senior Instructional Designer	1800	0					
TOTALS FOR BASE YEAR 3	286200	52200					

OFFEROR:

**LABOR HOURS, RATES AND COSTS
FIRST OPTION PERIOD**

<u>LABOR CATEGORY</u>	<u>Labor Hours</u>		<u>On-Site Hourly Rate</u>	<u>Off-Site Hourly Rate</u>	<u>Labor Costs</u>		
	<u>On-Site</u>	<u>Off-Site</u>			<u>On-Site</u>	<u>Off-Site</u>	<u>Total</u>
Engineer 2	1800	0					
Engineer 3	9000	5400					
Engineer 4	12600	12600					
Engineer 5	27000	5400					
Engineer 6	18000	3600					
Engineer 7	3600	1800					
Engineering Specialist 1	3600	0					
Engineering Specialist 2	1800	0					
Engineering Specialist 3	18000	0					
Engineering Technician 2	12600	0					
Engineering Technician 3	16200	1800					
Engineering Technician 4	37800	0					
Engineering Technician 5	10800	0					
ES&H Specialist 2	1800	0					
ES&H Specialist 3	9000	0					
ES&H Specialist 4	7200	0					
ES&H Specialist 5	9000	0					
General Clerk 3	0	1800					
General Clerk 4	1800	0					
Industrial Hygienist 3	3600	0					
Industrial Hygienist 5	1800	0					
Program Mgmt Support Specialist III	1800	0					
Quality Assur/Cntr 1	1800	0					
Quality Assur/Cntr 2	1800	0					
Registered Nurse 2, Specialist	5400	0					
Registered Nurse 3	1800	0					
Registered Nurse 4	1800	0					
Scientist 1	3600	0					
Scientist 2	1800	0					
Scientist 3	9000	1800					
Scientist 4	9000	0					
Scientist 5	18000	1800					
Scientist 6	7200	1800					
Scientist 7	10800	12600					
Secretary 1	0	0					
Secretary 2	3600	0					
Secretary 3	0	1800					
Senior Instructional Designer	1800	0					
TOTALS FOR OPTION YEAR 1	286200	52200					

OFFEROR:

**LABOR HOURS, RATES AND COSTS
SECOND OPTION PERIOD**

<u>LABOR CATEGORY</u>	<u>Labor Hours</u>		<u>Hourly Rate</u>		<u>Labor Costs</u>		
	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>On-Site</u>	<u>Off-Site</u>	<u>Total</u>
Engineer 2	1800	0					
Engineer 3	9000	5400					
Engineer 4	12600	12600					
Engineer 5	27000	5400					
Engineer 6	18000	3600					
Engineer 7	3600	1800					
Engineering Specialist 1	3600	0					
Engineering Specialist 2	1800	0					
Engineering Specialist 3	18000	0					
Engineering Technician 2	12600	0					
Engineering Technician 3	16200	1800					
Engineering Technician 4	37800	0					
Engineering Technician 5	10800	0					
ES&H Specialist 2	1800	0					
ES&H Specialist 3	9000	0					
ES&H Specialist 4	7200	0					
ES&H Specialist 5	9000	0					
General Clerk 3	0	1800					
General Clerk 4	1800	0					
Industrial Hygienist 3	3600	0					
Industrial Hygienist 5	1800	0					
Program Mgmt Support Specialist III	1800	0					
Quality Assur/Cntr 1	1800	0					
Quality Assur/Cntr 2	1800	0					
Registered Nurse 2, Specialist	5400	0					
Registered Nurse 3	1800	0					
Registered Nurse 4	1800	0					
Scientist 1	3600	0					
Scientist 2	1800	0					
Scientist 3	9000	1800					
Scientist 4	9000	0					
Scientist 5	18000	1800					
Scientist 6	7200	1800					
Scientist 7	10800	12600					
Secretary 1	0	0					
Secretary 2	3600	0					
Secretary 3	0	1800					
Senior Instructional Designer	1800	0					
TOTALS FOR OPTION YEAR 2	286200	52200					

OFFEROR:

FRINGE BENEFIT EXPENSE SCHEDULE

(TYPICAL CATEGORIES)	LAST FISCAL	CURRENT	FUTURE FISCAL YEARS (PROJECTED) (2)				
	YEAR	FISCAL YEAR					
	(ACTUAL) (1)	(PROJECTED) (2)	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
	\$	\$	\$	\$	\$	\$	\$
SICK LEAVE							
HOLIDAY							
VACATION							
ADMINISTRATIVE LEAVE							
WORKMAN'S COMPENSATION							
UNEMPLOYMENT INSURANCE							
FICA TAX							
GROUP INSURANCE							
TRAINING							
EDUCATIONAL AID							
PENSION							
EMPLOYEE MORALE							
OTHER (SPECIFY)							
TOTAL EXPENSES	\$	\$	\$	\$	\$	\$	\$
ALLOCATION BASE (3)							
AMOUNT:	\$	\$	\$	\$	\$	\$	\$
NAME:							
FRINGE BENEFIT RATE	%	%	%	%	%	%	%

- (1) FISCAL YEAR ENDING _____.
- (2) PROVIDE THE BASIS FOR THE PROJECTED EXPENSES, INCLUDING REASONS FOR ANY SIGNIFICANTVARIANCES BETWEEN ACTUAL AND PROJECTED RATES.
- (3) IDENTIFY ALLOCATION BASE

OFFEROR:

ON-SITE OVERHEAD EXPENSE SCHEDULE

(TYPICAL CATEGORIES)	LAST FISCAL YEAR	CURRENT FISCAL YEAR	FUTURE FISCAL YEARS (PROJECTED) (2)				
	<u>(ACTUAL) (1)</u>	<u>(PROJECTED) (2)</u>	<u>YEAR 1</u>	<u>YEAR 2</u>	<u>YEAR 3</u>	<u>YEAR 4</u>	<u>YEAR 5</u>
	\$	\$	\$	\$	\$	\$	\$
SALARIES AND WAGES:							
INDIRECT LABOR							
OTHER COMPENSATION							
OVERTIME PREMIUM							
SICK LEAVE							
HOLIDAY							
VACATION							
SEVERANCE							
OTHER (SPECIFY)							
PERSONNEL EXPENSES:							
COMPENSATION INS							
UNEMPLOYMENT INS							
FICA TAX							
GROUP INSURANCE							
TRAVEL EXPENSE							
RECRUITING							
TRAINING							
PENSION							
OTHER (SPECIFY)							
SUPPLIES AND SERVICES:							
GENERAL OPERATING							
OFFICE AND PRINTING							
UTILITIES							
OTHER (SPECIFY)							
FIXED COSTS:							
OFFICE RENTAL							
EQUIPMENT RENTAL							
DEPRECIATION							
OTHER (SPECIFY)							
TOTAL EXPENSES	\$	\$	\$	\$	\$	\$	\$
ALLOCATION BASE (3)							
AMOUNT:	\$	\$	\$	\$	\$	\$	\$
NAME:							
LABOR OVERHEAD RATE	%	%	%	%	%	%	%

(1) FISCAL YEAR ENDING _____.

(2) PROVIDE THE BASIS FOR THE PROJECTED EXPENSES, INCLUDING REASONS FOR ANY SIGNIFICANT VARIANCES BETWEEN ACTUAL AND PROJECTED RATES.

(3) IDENTIFY ALLOCATION BASE

OFFEROR:

OFF-SITE OVERHEAD EXPENSE SCHEDULE

(TYPICAL CATEGORIES)	LAST FISCAL YEAR	CURRENT FISCAL YEAR	FUTURE FISCAL YEARS (PROJECTED) (2)				
	<u>(ACTUAL) (1)</u>	<u>(PROJECTED) (2)</u>	<u>YEAR 1</u>	<u>YEAR 2</u>	<u>YEAR 3</u>	<u>YEAR 4</u>	<u>YEAR 5</u>
	\$	\$	\$	\$	\$	\$	\$
SALARIES AND WAGES:							
INDIRECT LABOR							
OTHER COMPENSATION							
OVERTIME PREMIUM							
SICK LEAVE							
HOLIDAY							
VACATION							
SEVERANCE							
OTHER (SPECIFY)							
PERSONNEL EXPENSES:							
COMPENSATION INS							
UNEMPLOYMENT INS							
FICA TAX							
GROUP INSURANCE							
TRAVEL EXPENSE							
RECRUITING							
TRAINING							
PENSION							
OTHER (SPECIFY)							
SUPPLIES AND SERVICES:							
GENERAL OPERATING							
OFFICE AND PRINTING							
UTILITIES							
OTHER (SPECIFY)							
FIXED COSTS:							
OFFICE RENTAL							
EQUIPMENT RENTAL							
DEPRECIATION							
OTHER (SPECIFY)							
TOTAL EXPENSES	\$	\$	\$	\$	\$	\$	\$
ALLOCATION BASE (3)							
AMOUNT:	\$	\$	\$	\$	\$	\$	\$
NAME:							
LABOR OVERHEAD RATE	%	%	%	%	%	%	%

(1) FISCAL YEAR ENDING _____.

(2) PROVIDE THE BASIS FOR THE PROJECTED EXPENSES, INCLUDING REASONS FOR ANY SIGNIFICANT VARIANCES BETWEEN ACTUAL AND PROJECTED RATES.

(3) IDENTIFY ALLOCATION BASE

OFFEROR:

GENERAL AND ADMINISTRATIVE (G&A) EXPENSE SCHEDULE

(TYPICAL CATEGORIES)	LAST FISCAL YEAR	CURRENT FISCAL YEAR	<u>FUTURE FISCAL YEARS (PROJECTED) (2)</u>				
	<u>(ACTUAL) (1)</u>	<u>(PROJECTED) (2)</u>	<u>YEAR 1</u>	<u>YEAR 2</u>	<u>YEAR 3</u>	<u>YEAR 4</u>	<u>YEAR 5</u>
	\$	\$	\$	\$	\$	\$	\$
SALARIES AND WAGES:							
INDIRECT LABOR							
OTHER COMPENSATION							
OVERTIME PREMIUM							
SICK LEAVE							
HOLIDAY							
VACATION							
SEVERANCE							
OTHER (SPECIFY)							
PERSONNEL EXPENSES:							
COMPENSATION INS							
UNEMPLOYMENT INS							
FICA TAX							
GROUP INSURANCE							
TRAVEL EXPENSE							
RECRUITING							
TRAINING							
PENSION							
OTHER (SPECIFY)							
BID AND PROPOSAL							
INDEPENDENT R&D							
SUPPLIES AND SERVICES:							
GENERAL OPERATING							
OFFICE AND PRINTING							
UTILITIES							
OTHER (SPECIFY)							
FIXED COSTS:							
OFFICE RENTAL							
EQUIPMENT RENTAL							
DEPRECIATION							
OTHER (SPECIFY)							
TOTAL EXPENSES	\$	\$	\$	\$	\$	\$	\$
ALLOCATION BASE (3)							
AMOUNT:	\$	\$	\$	\$	\$	\$	\$
NAME:							
G&A EXPENSE RATE	%	%	%	%	%	%	%

(1) FISCAL YEAR ENDING _____.

(2) PROVIDE THE BASIS FOR THE PROJECTED EXPENSES, INCLUDING REASONS FOR ANY SIGNIFICANT VARIANCES BETWEEN ACTUAL AND PROJECTED RATES

(3) IDENTIFY ALLOCATION BASE

OFFEROR:

INVENTORY OF PERSONNEL AS OF DATE OF PROPOSAL PREPARATION

<u>LABOR CATEGORY</u>	<u>NO. REQ</u>	<u>NUMBER OF EMPLOYEES AVAILABLE WITHIN COMPANY</u>	<u>NUMBER OF NEW HIRES PLANNED</u>	<u>NUMBER AVAILABLE FROM SUBCONTRACTORS AND CONSULTANTS</u>
Engineer 2				
Engineer 3				
Engineer 4				
Engineer 5				
Engineer 6				
Engineer 7				
Engineering Specialist 1				
Engineering Specialist 2				
Engineering Specialist 3				
Engineering Technician 2				
Engineering Technician 3				
Engineering Technician 4				
Engineering Technician 5				
ES&H Specialist 2				
ES&H Specialist 3				
ES&H Specialist 4				
ES&H Specialist 5				
General Clerk 3				
General Clerk 4				
Industrial Hygienist 3				
Industrial Hygienist 5				
Program Mgmt Support Specialist III				
Quality Assur/Cntr 1				
Quality Assur/Cntr 2				
Registered Nurse 2, Specialist				
Registered Nurse 3				
Registered Nurse 4				
Scientist 1				
Scientist 2				
Scientist 3				
Scientist 4				
Scientist 5				
Scientist 6				
Scientist 7				
Secretary 1				
Secretary 2				
Secretary 3				
Senior Instructional Designer				
TOTALS				

OFFEROR:

**OTHER DIRECT COSTS
(PROVIDED BY NETL)**

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Subtotal</u>	<u>Option Yr. 1</u>	<u>Option Yr. 2</u>	<u>Grand Total</u>
Other Direct Costs:							
Travel	\$130,000	\$133,900	\$137,917	\$401,817	\$142,055	\$146,316	\$690,188
Training	85,000	87,550	90,177	262,727	92,882	95,668	451,277
Matls./Supplies	1,500,000	1,545,000	1,591,350	4,636,350	1,639,091	1,688,263	7,963,704
Subcontracts	4,000,000	4,000,000	4,000,000	12,000,000	4,000,000	4,000,000	20,000,000
Variable Off-site R & D *	<u>19,000,000</u>	<u>19,690,000</u>	<u>20,400,700</u>	<u>59,090,700</u>	<u>21,132,721</u>	<u>21,886,703</u>	<u>102,110,124</u>
Totals	<u>\$ 24,715,000</u>	<u>\$ 25,456,450</u>	<u>\$ 26,220,144</u>	<u>\$ 76,391,594</u>	<u>\$ 27,006,749</u>	<u>\$ 27,816,950</u>	<u>\$ 131,215,293</u>

*This amount largely reflects additional research and development work to be conducted at off-site locations (i.e., based on historical information and future projections). This work shall be in addition to the offsite work proposed by the participants in Exhibit B-4. However, it does not represent a guarantee for funding future work at these dollar thresholds under the terms of this solicitation.